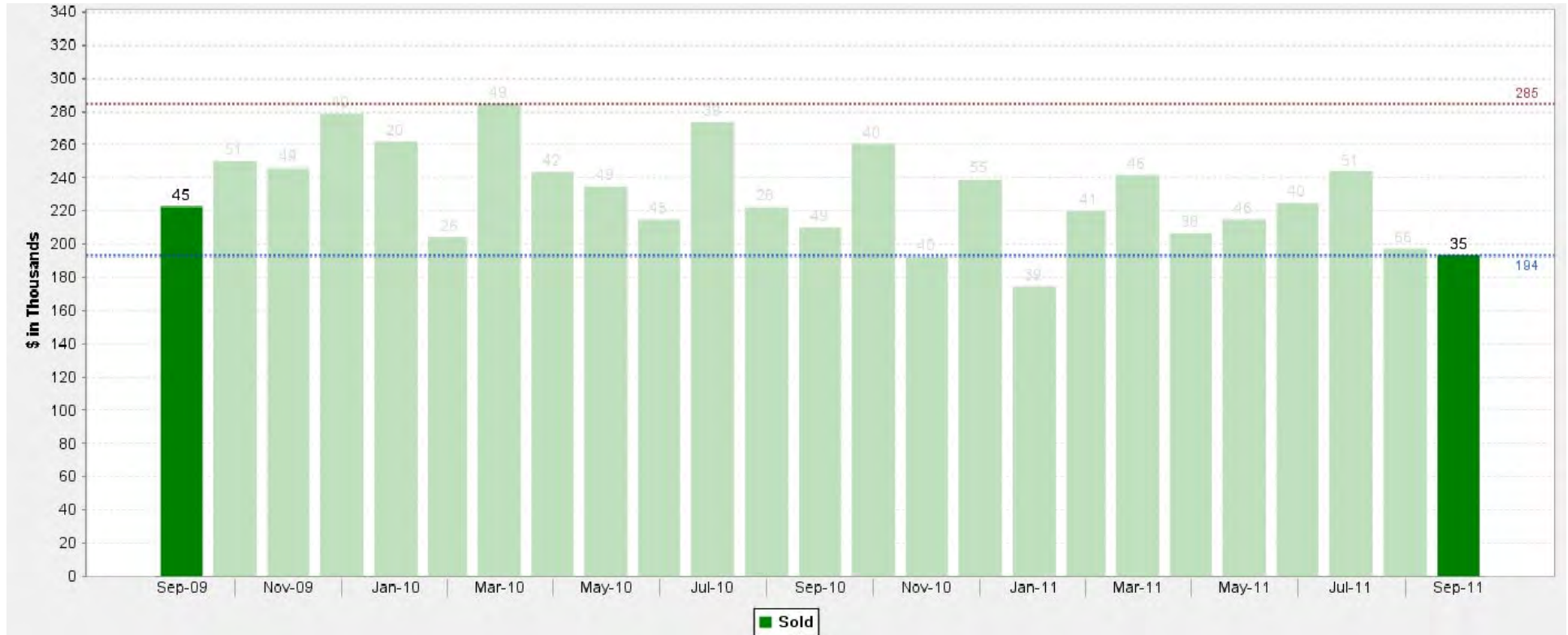


# Market Dynamics

## Median Price (Sold)

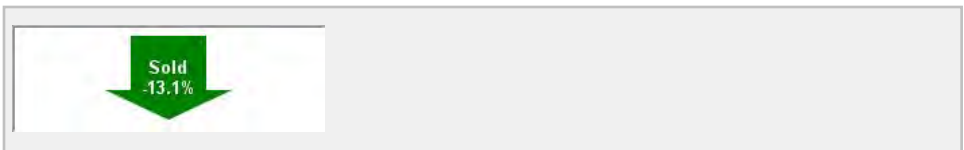
### 2 Years (Monthly) 09/01/09 - 09/30/11

RE/MAX Realty Affiliates-reno



#### KEY INFORMATION

	Sep-09	Sep-11	Median Price Change	Percent Change
Sold	222,750	193,500	-29,250	-13.1



MLS: NNRMLS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Site/Stick Built)					Sq Ft: All
Cities:	Gardnervil, Genoa, Minden, Gardnerville					

**Market Dynamics**  
**Median Price (Sold)**  
**2 Years (Monthly) 09/01/09 - 09/30/11**

**RE/MAX Realty Affiliates-reno**

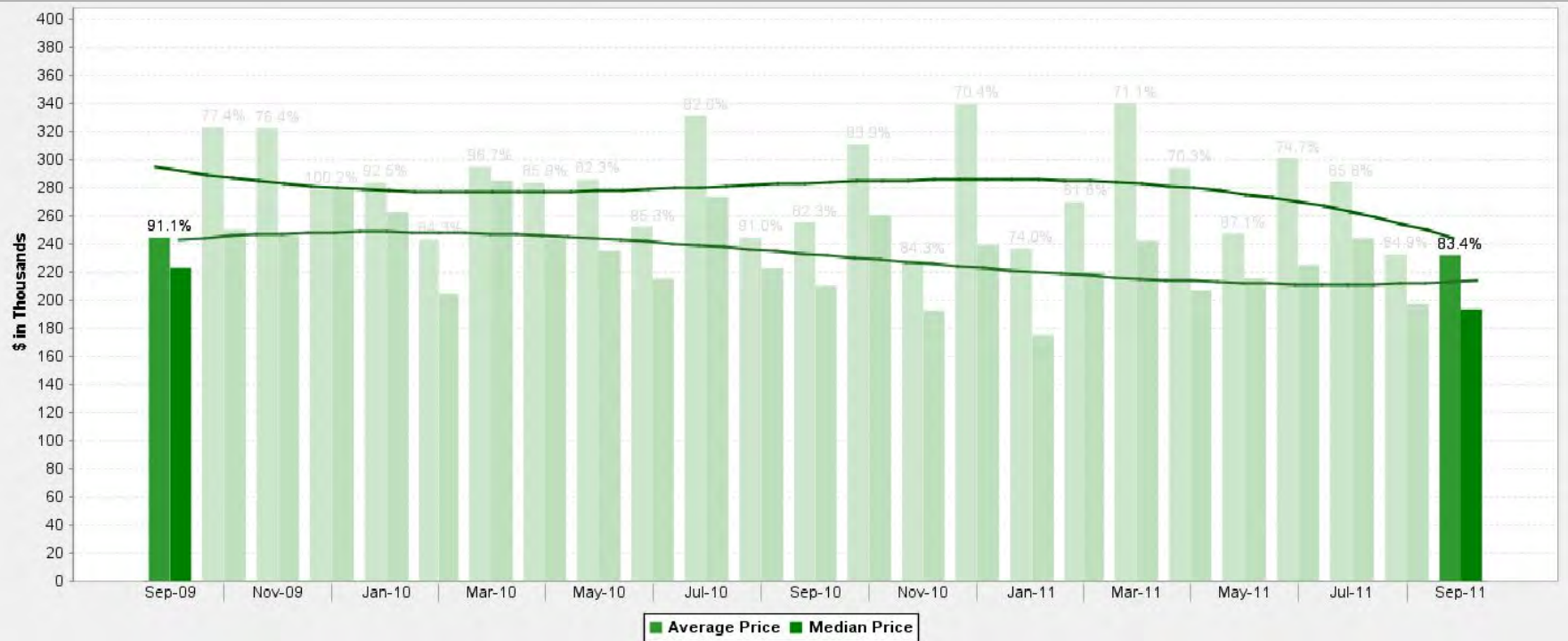
Time Period	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS	
	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties	Median \$	# Properties
Sep-11	319,995	442	180,000	59	193,500	35	299,000	21	329,000	53
Aug-11	296,995	468	189,900	55	197,450	66	292,500	24	247,990	99
Jul-11	289,000	454	207,450	58	244,000	51	239,950	27	259,500	82
Jun-11	288,875	440	238,750	42	225,000	40	300,000	26	289,450	84
May-11	279,900	416	256,200	44	215,250	46	296,950	16	264,900	85
Apr-11	275,000	409	229,900	51	206,500	38	258,000	27	249,000	83
Mar-11	279,900	405	222,250	44	242,000	46	249,000	35	199,250	62
Feb-11	289,000	405	250,000	41	220,000	41	249,000	21	224,000	44
Jan-11	289,000	449	197,000	48	174,900	39	314,500	40	210,000	95
Dec-10	299,000	430	166,900	33	239,000	55	359,000	43	199,900	54
Nov-10	299,900	463	249,450	48	192,500	40	424,000	39	257,990	51
Oct-10	300,000	494	239,000	41	260,500	40	429,000	41	204,900	54
Sep-10	315,000	533	254,500	42	210,000	49	330,000	51	259,000	82
Aug-10	310,000	545	202,500	54	222,500	28	337,250	40	287,450	78
Jul-10	324,900	539	260,000	37	273,500	39	309,750	35	249,500	96
Jun-10	329,000	511	259,250	44	215,000	45	324,450	24	249,000	83
May-10	339,900	503	269,450	40	235,000	49	389,000	35	319,950	94
Apr-10	337,775	480	229,000	36	243,500	42	372,250	35	257,450	96
Mar-10	333,750	464	234,900	55	285,000	49	365,000	25	242,500	80
Feb-10	349,990	447	299,250	40	204,500	26	370,000	23	289,000	53
Jan-10	359,990	457	250,000	31	262,200	20	472,000	32	240,000	69
Dec-09	363,950	458	259,900	25	279,000	40	359,000	45	245,000	37
Nov-09	369,999	495	289,900	29	246,000	49	379,000	45	291,450	56
Oct-09	373,150	531	265,500	55	249,900	51	499,000	37	337,000	76
Sep-09	362,900	546	237,000	44	222,750	45	329,000	47	250,000	91

# Market Dynamics

## Sold Average vs. Median Price

### 2 Years (Monthly) 09/01/09 - 09/30/11

RE/MAX Realty Affiliates-reno



#### KEY INFORMATION

	Sep-09	Sep-11	Price Change	Percent Change
Average	244,438	231,945	-12,494	-5.1
Median	222,750	193,500	-29,250	-13.1



MLS: NNRMLS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Site/Stick Built)					Sq Ft: All
Cities:	Gardnervil, Genoa, Minden, Gardnerville					

**Market Dynamics**  
**Sold Average vs. Median Price**  
**2 Years (Monthly) 09/01/09 - 09/30/11**

**RE/MAX Realty Affiliates-reno**

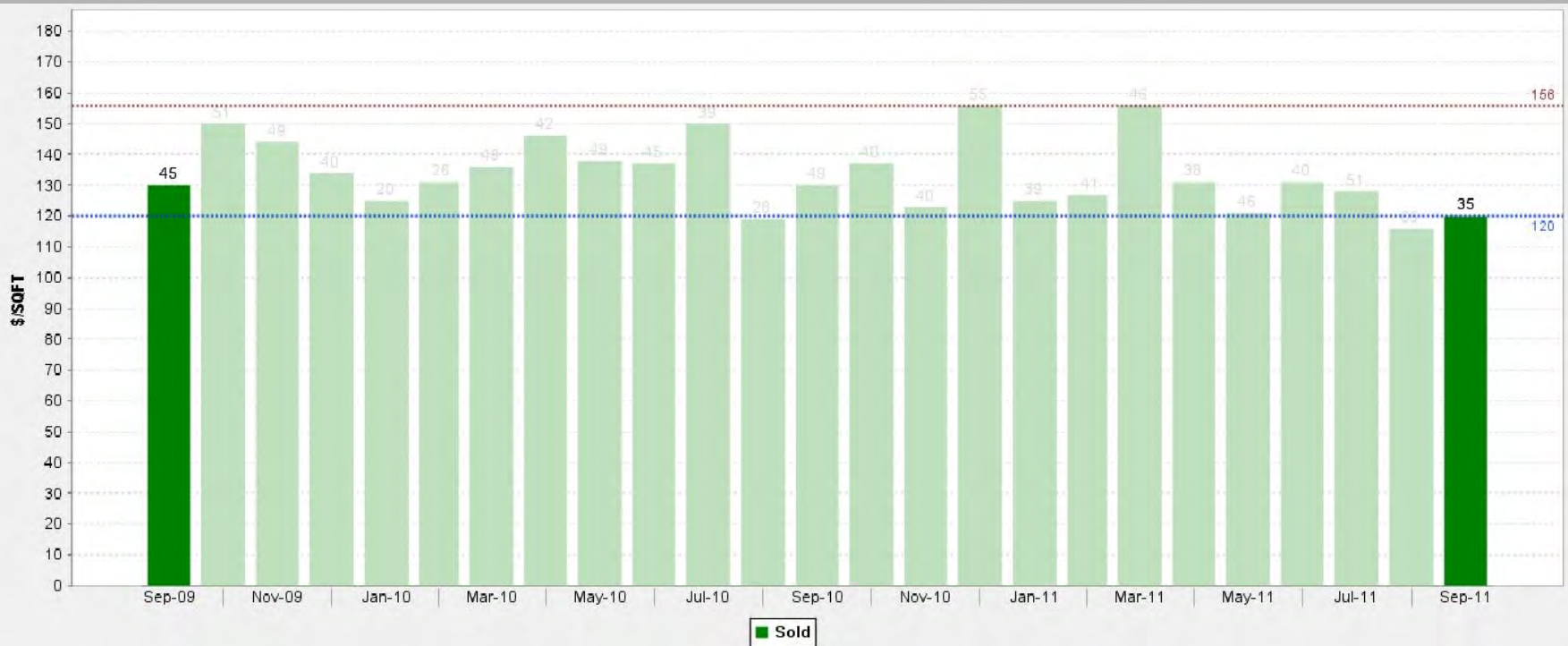
<b>Time Period</b>	<b># Properties Sold</b>	<b>Sold Average \$</b>	<b>Sold Median \$</b>	<b>Average \$ - Median \$</b>	<b>Median \$ as % of Average \$</b>	<b>Sold Avg DOM</b>
Sep-11	35	231,945	193,500	38,445	83.4	73
Aug-11	66	232,439	197,450	34,989	85.0	102
Jul-11	51	284,309	244,000	40,309	85.8	102
Jun-11	40	301,243	225,000	76,243	74.7	169
May-11	46	247,146	215,250	31,896	87.1	116
Apr-11	38	293,874	206,500	87,374	70.3	90
Mar-11	46	340,261	242,000	98,261	71.1	133
Feb-11	41	269,704	220,000	49,704	81.6	110
Jan-11	39	236,487	174,900	61,587	74.0	187
Dec-10	55	339,400	239,000	100,400	70.4	91
Nov-10	40	228,429	192,500	35,929	84.3	101
Oct-10	40	310,404	260,500	49,904	83.9	152
Sep-10	49	255,293	210,000	45,293	82.3	96
Aug-10	28	244,386	222,500	21,886	91.0	66
Jul-10	39	331,025	273,500	57,525	82.6	139
Jun-10	45	252,167	215,000	37,167	85.3	124
May-10	49	285,696	235,000	50,696	82.3	115
Apr-10	42	283,543	243,500	40,043	85.9	137
Mar-10	49	294,664	285,000	9,664	96.7	172
Feb-10	26	242,728	204,500	38,228	84.2	151
Jan-10	20	283,565	262,200	21,365	92.5	107
Dec-09	40	278,490	279,000	-510	100.2	136
Nov-09	49	322,137	246,000	76,137	76.4	150
Oct-09	51	322,671	249,900	72,771	77.4	101
Sep-09	45	244,438	222,750	21,688	91.1	104

# Market Dynamics

## Average \$/SQFT (Sold)

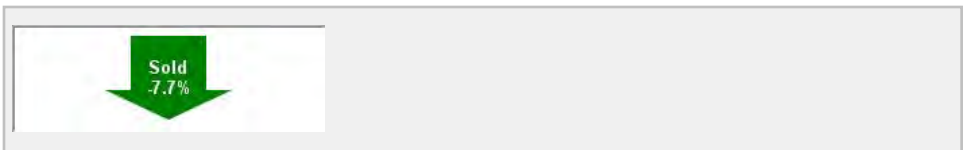
### 2 Years (Monthly) 09/01/09 - 09/30/11

RE/MAX Realty Affiliates-reno



#### KEY INFORMATION

	Sep-09	Sep-11	Change	Percent Change
Sold \$/SQFT	130	120	-10	-7.7



MLS: NNRMLS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Site/Stick Built)					Sq Ft: All
Cities:	Gardnerville, Genoa, Minden, Gardnerville					

**Market Dynamics**  
**Average \$/SQFT (Sold)**  
**2 Years (Monthly) 09/01/09 - 09/30/11**

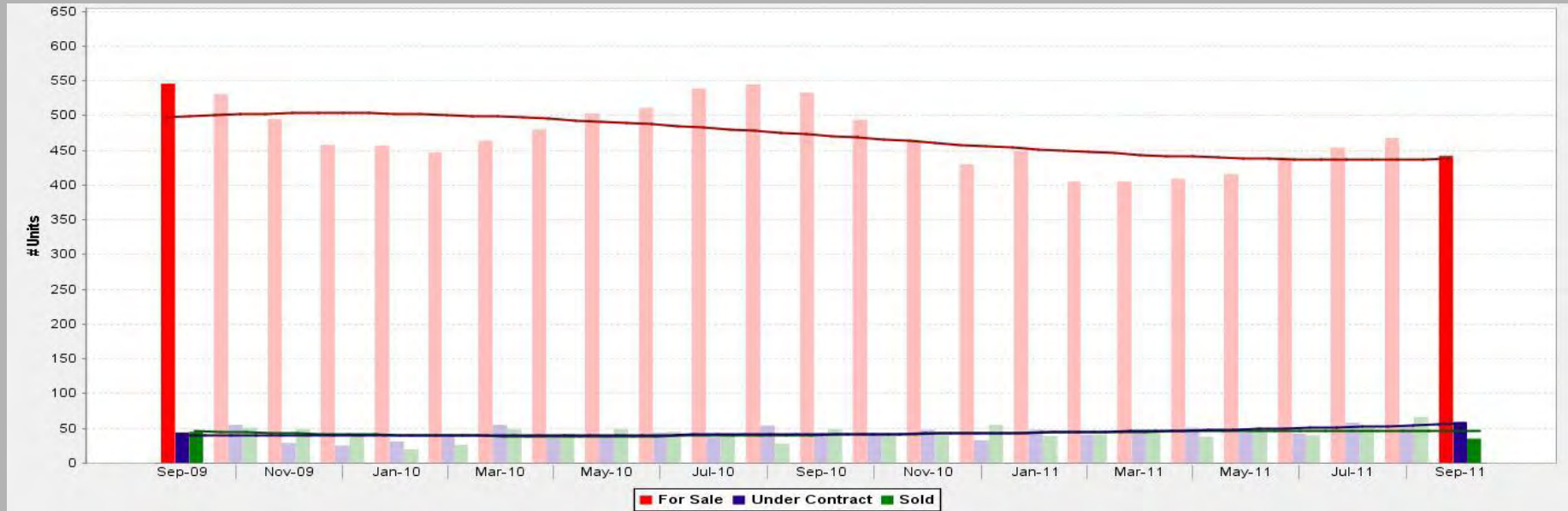
**RE/MAX Realty Affiliates-reno**

Time Period	FOR SALE				UNDER CONTRACT				SOLD				EXPIRED				NEW LISTINGS			
	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT	#	Avg \$	Avg SQFT	\$/SQFT
Sep-11	442	465,828	2,450	191	59	237,085	1,913	124	35	231,945	1,938	120	21	409,398	2,296	178	53	353,842	2,344	151
Aug-11	468	447,628	2,403	187	55	219,250	1,946	113	66	232,439	2,000	116	24	428,699	2,481	173	99	331,384	2,221	149
Jul-11	454	442,396	2,382	186	58	245,085	1,989	123	51	284,309	2,220	128	27	368,513	2,270	162	82	358,399	2,258	159
Jun-11	440	439,436	2,378	185	42	294,871	2,260	130	40	301,243	2,291	131	26	365,711	2,129	172	84	472,718	2,432	194
May-11	416	427,166	2,338	183	44	282,433	2,049	138	46	247,146	2,045	121	16	726,900	2,543	286	85	420,819	2,271	185
Apr-11	409	409,805	2,316	177	51	266,905	2,042	131	38	293,874	2,235	131	27	446,904	2,361	189	83	330,679	2,179	152
Mar-11	405	419,447	2,342	179	44	327,430	2,252	145	46	340,261	2,178	156	35	437,294	2,360	185	62	298,841	2,087	143
Feb-11	405	435,088	2,385	183	41	374,475	2,394	156	41	269,704	2,121	127	21	452,828	2,296	197	44	330,398	2,121	156
Jan-11	449	424,669	2,371	179	48	250,553	1,996	126	39	236,487	1,893	125	40	424,420	2,416	176	95	282,314	2,050	138
Dec-10	430	453,708	2,414	188	33	215,498	1,803	120	55	339,400	2,176	156	43	561,083	2,518	223	54	340,978	1,975	173
Nov-10	463	467,502	2,450	191	48	360,350	2,162	167	40	228,429	1,850	123	39	576,277	2,534	227	51	361,838	2,139	169
Oct-10	494	464,082	2,458	189	41	275,389	1,994	138	40	310,404	2,271	137	41	486,970	2,611	187	54	300,715	1,903	158
Sep-10	533	466,557	2,487	188	42	305,225	2,123	144	49	255,293	1,964	130	51	447,796	2,442	183	82	331,900	2,231	149
Aug-10	545	466,131	2,470	189	54	275,769	2,012	137	28	244,386	2,046	119	40	442,270	2,377	186	78	359,707	2,238	161
Jul-10	539	467,350	2,462	190	37	303,176	2,079	146	39	331,025	2,213	150	35	420,007	2,249	187	96	367,127	2,249	163
Jun-10	511	470,179	2,456	192	44	322,330	2,059	157	45	252,167	1,838	137	24	392,542	2,214	177	83	436,758	2,244	195
May-10	503	469,519	2,476	190	40	326,695	2,202	148	49	285,696	2,077	138	35	545,421	2,529	216	94	500,514	2,453	204
Apr-10	480	443,879	2,414	184	36	268,920	1,885	143	42	283,543	1,948	146	35	407,464	2,184	187	96	339,862	2,195	155
Mar-10	464	443,815	2,385	186	55	261,526	1,852	141	49	294,664	2,161	136	25	444,450	2,292	194	80	376,448	1,984	190
Feb-10	447	445,099	2,454	182	40	342,536	2,291	149	26	242,728	1,857	131	23	410,580	2,457	167	53	305,637	2,048	149
Jan-10	457	460,165	2,499	184	31	295,257	2,147	138	20	283,565	2,263	125	32	574,438	2,715	212	69	357,343	2,204	162
Dec-09	458	469,733	2,511	188	25	292,940	2,095	140	40	278,490	2,083	134	45	492,786	2,385	207	37	276,130	2,131	130
Nov-09	495	476,793	2,513	190	29	311,316	2,149	145	49	322,137	2,234	144	45	490,301	2,457	200	56	406,159	2,275	179
Oct-09	531	474,974	2,522	189	55	346,483	2,305	150	51	322,671	2,147	150	37	537,484	2,586	208	76	389,614	2,348	166
Sep-09	546	465,707	2,469	189	44	268,899	1,881	143	45	244,438	1,876	130	47	422,208	2,235	189	91	364,595	2,127	171

# Market Dynamics

## Supply & Demand - # Units (FS, UC, Sold)

### 2 Years (Monthly) 09/01/09 - 09/30/11



#### KEY INFORMATION

	Sep-09	Sep-11	# Units Change	Percent Change
For Sale	546.0	442.0	-104.0	-19.0
Under Contract	44.0	59.0	15.0	34.1
Sold	45.0	35.0	-10.0	-22.2



MLS: NNRMLS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Site/Stick Built)					Sq Ft: All
Cities:	Gardnerville, Genoa, Minden, Gardnerville					

**Market Dynamics**  
**Supply & Demand - # Units (FS, UC, Sold)**  
**2 Years (Monthly) 09/01/09 - 09/30/11**

**RE/MAX Realty Affiliates-reno**

Time Period	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS
	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties
Sep-11	442	210	59	98	35	73	21	269	53
Aug-11	468	200	55	105	66	102	24	255	99
Jul-11	454	205	58	87	51	102	27	222	82
Jun-11	440	206	42	81	40	169	26	232	84
May-11	416	218	44	166	46	116	16	232	85
Apr-11	409	226	51	134	38	90	27	203	83
Mar-11	405	234	44	91	46	133	35	239	62
Feb-11	405	241	41	206	41	110	21	229	44
Jan-11	449	224	48	88	39	187	40	206	95
Dec-10	430	240	33	139	55	91	43	219	54
Nov-10	463	232	48	156	40	101	39	218	51
Oct-10	494	222	41	130	40	152	41	221	54
Sep-10	533	213	42	123	49	96	51	230	82
Aug-10	545	207	54	92	28	66	40	210	78
Jul-10	539	200	37	80	39	139	35	184	96
Jun-10	511	205	44	114	45	124	24	241	83
May-10	503	212	40	141	49	115	35	277	94
Apr-10	480	220	36	102	42	137	35	233	96
Mar-10	464	235	55	129	49	172	25	339	80
Feb-10	447	242	40	178	26	151	23	183	53
Jan-10	457	244	31	181	20	107	32	271	69
Dec-09	458	248	25	139	40	136	45	233	37
Nov-09	495	238	29	101	49	150	45	319	56
Oct-09	531	229	55	154	51	101	37	219	76
Sep-09	546	222	44	108	45	104	47	195	91

# Market Dynamics

## Months Supply of Inventory (UC Calculation)

### 2 Years (Monthly) 09/01/09 - 09/30/11



#### KEY INFORMATION

	Sep-09	Sep-11	MSI Change	Percent Change
MSI-UC	10.3	6.1	-4.2	-40.7

MSI UC  
-40.7%

MLS: NNRMLS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Site/Stick Built)					Sq Ft: All
Cities:	Gardnerville, Genoa, Minden, Gardnerville					

**Market Dynamics**  
**Months Supply of Inventory (UC Calculation)**  
**2 Years (Monthly) 09/01/09 - 09/30/11**

RE/MAX Realty Affiliates-reno

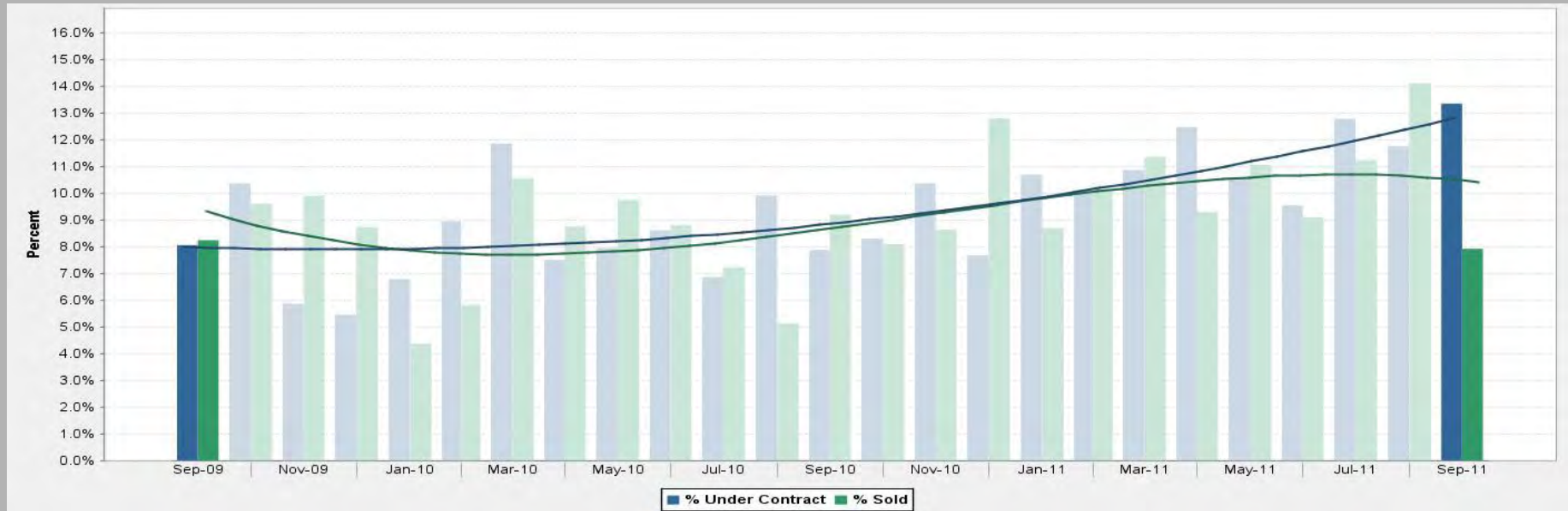
<b>Time Period</b>	<b>MSI</b>	<b>NAR MSI</b>	<b># For Sale Last Day of Month</b>	<b># Under Contract</b>	<b># Sold</b>
Sep-11	6.1	10.3	362	59	35
Aug-11	7.1	5.9	389	55	66
Jul-11	6.4	7.2	369	58	51
Jun-11	8.9	9.3	372	42	40
May-11	8.1	7.7	356	44	46
Apr-11	6.5	8.7	331	51	38
Mar-11	7.4	7.1	326	44	46
Feb-11	8.4	8.4	343	41	41
Jan-11	7.5	9.3	361	48	39
Dec-10	10.7	6.4	354	33	55
Nov-10	7.8	9.4	376	48	40
Oct-10	10.0	10.3	412	41	40
Sep-10	10.5	9.0	440	42	49
Aug-10	8.4	16.1	451	54	28
Jul-10	12.6	12.0	467	37	39
Jun-10	10.1	9.8	443	44	45
May-10	10.7	8.7	428	40	49
Apr-10	11.4	9.7	409	36	42
Mar-10	7.0	7.8	384	55	49
Feb-10	9.6	14.8	384	40	26
Jan-10	12.7	19.7	394	31	20
Dec-09	15.5	9.7	388	25	40
Nov-09	14.5	8.6	421	29	49
Oct-09	8.0	8.6	439	55	51
Sep-09	10.3	10.1	455	44	45

# Market Dynamics

## Sales Absorption

### 2 Years (Monthly) 09/01/09 - 09/30/11

RE/MAX Realty Affiliates-reno



#### KEY INFORMATION

	Sep-09	Sep-11	Change	Percent Change
% Under Contract	8.06	13.35	5.29	65.6
% Sold	8.24	7.92	-0.32	-3.9



MLS: NNRMLS	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Site/Stick Built)					Sq Ft: All
Cities:	Gardnerville, Genoa, Minden, Gardnerville					

**Market Dynamics**  
**Sales Absorption**  
**2 Years (Monthly) 09/01/09 - 09/30/11**

RE/MAX Realty Affiliates-reno

<b>Time Period</b>	<b>% of Properties Under Contract</b>	<b>% of Properties Sold</b>	<b># Properties For Sale</b>	<b># Properties Under Contract</b>	<b># Properties Sold</b>
Sep-11	13.4	7.9	442	59	35
Aug-11	11.8	14.1	468	55	66
Jul-11	12.8	11.2	454	58	51
Jun-11	9.6	9.1	440	42	40
May-11	10.6	11.1	416	44	46
Apr-11	12.5	9.3	409	51	38
Mar-11	10.9	11.4	405	44	46
Feb-11	10.1	10.1	405	41	41
Jan-11	10.7	8.7	449	48	39
Dec-10	7.7	12.8	430	33	55
Nov-10	10.4	8.6	463	48	40
Oct-10	8.3	8.1	494	41	40
Sep-10	7.9	9.2	533	42	49
Aug-10	9.9	5.1	545	54	28
Jul-10	6.9	7.2	539	37	39
Jun-10	8.6	8.8	511	44	45
May-10	8.0	9.7	503	40	49
Apr-10	7.5	8.8	480	36	42
Mar-10	11.8	10.6	464	55	49
Feb-10	9.0	5.8	447	40	26
Jan-10	6.8	4.4	457	31	20
Dec-09	5.5	8.7	458	25	40
Nov-09	5.9	9.9	495	29	49
Oct-09	10.4	9.6	531	55	51
Sep-09	8.1	8.2	546	44	45